

# Madonna Inn Herefords

## Second Annual Production Sale

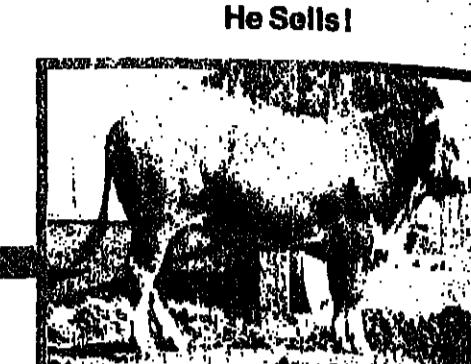
### Monday, September 28

12:30 p.m. at the ranch

**San Luis Obispo, California**  
**80 Bulls — 20 Females**



**SIR GEORGE 1134 — He Sells!**



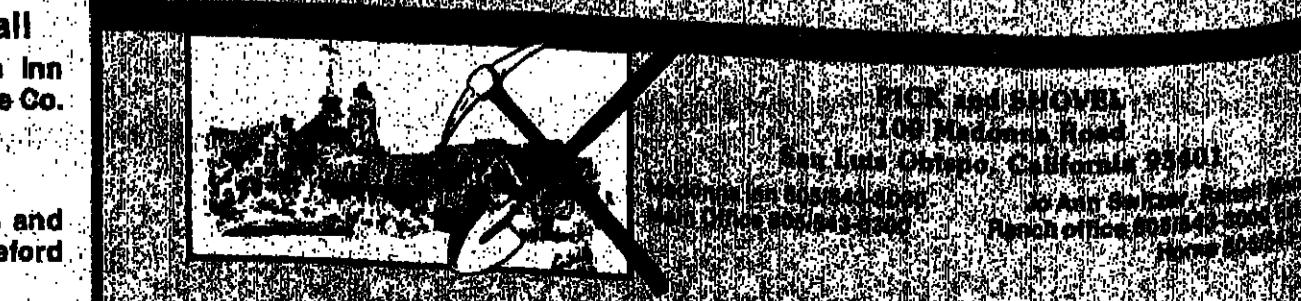
**ADVANCE HAVRE 0295  
He Sells!**



**MISS MILES DOMIE 174  
He Sells!**

Write or call for more information:  
**Madonna Inn Herefords**

**Special Sale Later This Fall**  
 The Turlock Ranch of Madonna Inn Herefords and Pick & Shovel Cattle Co. is selling over 3,000 head of 400-800 lb. commercial steers and helpers. Also selling some Hereford bulls.



## Comments

We've spent the last several weeks with cattle feeders throughout the Southwest and what we saw

you might describe as mind boggling. Imagine having access to a weekly profit and loss statement, possible now because of advanced computers. Or, being able to formulate feed rations based on the most economical feeds available, in 10 to 12 minutes thanks to those same computers.

Western cattle feeders are among the most innovative cattlemen we have. Don't be surprised when, because of their input, we see a family of feed grains designed exclusively for the Western cattle feeding business. Such a line could make feeding in the West among the most competitive of any place in North America.

The current 7-state cattle on feed report from USDA will come as no surprise to Western cattle feeders. Most interpret this report as bullish, especially considering the August marketings were 10% ahead of a year ago, while placements were 88% of a year ago.

Moreover, our CNS wire service from Kansas City reported that packers were "bullish" last week about the dressed beef trade. Beef is beginning to move and at lighter weights.

It is interesting to many market observers that because of the lack of heavier beef carcasses, demand for these has been very good. The slower moving carcasses, from 950-1200 lb. live weight fed cattle, have made up the bulk of the carcass offerings this summer.

But, these observers have told us, last week there was only about a \$2 differential between the heavier veiling cattle and their lightweight counterparts. With feeding costs as high as \$71 or better, our feeder friends don't figure there is enough incentive in the current market to feed to heavier weights.

Marketmen throughout the West look for record runs through the auctions this fall and winter. Some warn that transportation problems, moving cattle from your ranch to auction, could also be mind boggling. More cattle could possibly be custom fed for ranchers later this year. In any event, if you have cattle to move these people advise that you make arrangements to do so as soon as possible.

DICK CHOW

## Cattle on feed shows higher cash prices

The 10% marketing figure in the recent USDA seven-state Cattle-On-Fed Report is an indication that cash cattle prices will be higher in coming weeks, according to livestock analysts contacted by CNS.

Kropf said Kansas and Texas cattle feeders will sell steers at about \$68.00 to \$69.00 for the next 30 days and \$70.00 in December.

The increased August marketings, in conjunction with a 6% increase in July marketings, shows that the cattle feeding industry is doing a good job of staying current, the analysts said. Instances of \$70.00 per cwt. steers, basis Texas Panhandle, may be expected in the near term, the sources said.

The report also showed August placements at 98% of a year ago and total on-feed numbers in the seven states at 89% on feed Sept. 1, which also is encouraging news to the industry, the sources said.

Tom Tippons, analyst with Professional Cattle Consultants, said the re-

(Continued on page 6)

## WESTERN LIVESTOCK JOURNAL



News • Trends • Sales • Shows • Markets

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Central Edition

Vol. 80, No. 47

### U.S. Choice vs. no-roll:

## Safeway executive defends 'no-roll' marketing approach

By GLEN RICHARDSON

A Safeway Stores, Inc., executive has defended his company's decision to discontinue Choice beef and to sell 100% "no-roll" as a positive sales decision backed by sound marketing

research. Speaking at the opening fall meeting of the Rocky Mountain Chapter of the National Agri-Marketing Assn., Ed Price, corporate agricultural relations executive at Safeway, said a market survey showed over one-third of their customers thought Choice was leaner than Good.

From the marketing survey, Price said Safeway concluded that "consumers were confused by the grading system; price was the most important factor in purchasing beef; and, they like boneless, waste-free, lean cuts of beef that have flavor and tenderness."

Following the market survey, Safeway began a test program of selling leaner non-U.S. Choice along with U.S. Choice in four divisions

(Continued on page 6)



**SPECIAL EFFORT PAYS OFF** — Gliding over a sloppy track in 21:69, Special Effort became the first Triple Crown winner in Quarter Horse history at the 23rd running of the All-American Futurity at Ruidoso Downs. The \$52,000 purse upped the colt's earnings to \$1,106,723 making him the richest Quarter Horse on record. See page 4.

## U.S. ag exports may influence farm bill cuts

By Martha Williams

Donald E. deKieffer, general counsel for the U.S. trade representative, predicts that farm bill restrictions and cuts will be influenced by the need for U.S. agricultural exports. "The U.S. is becoming more market oriented with agricultural exports," according to deKieffer.

The general counsel told Western Livestock Journal he could not comment on the recent sale of surplus butter to New Zealand because it seems likely there will be litigation on the case.

His office will step up monitoring of the subsidies code, and bring cases against trading partners who persist in violating the codes he promised. "When the subsidies code is violated and it hurts the U.S. in third world markets, we'll take appropriate action," the at-

(Continued on page 6)

## Meat inspectors object to cattle standards

A labor union representing federal meat inspectors has asked USDA to withdraw its new cattle inspection work standards, saying the new standards were based more on budget considerations than effectiveness, reports CNS.

On July 14 USDA proposed changes in cattle inspection standards designed to reduce the number of USDA inspectors needed for post mortem cattle inspections. USDA said the standards were based on an arbitrary decision by

the administration's office of management and budget that inspection staffing should be reduced. He said that decision was made without reference to how reduced staffing would affect the welfare of inspectors or consumer protection.

Five of the six public comments USDA received on the proposal, mostly from individual inspectors, expressed some concerns about the new standards. These inspectors generally

(Continued on page 6)

*OTR/OTR/TB*

**NEWSPAPER (priority handling)**

**CENTRAL EDITION**

COW POKES

By Ace Field



"You dern right we're havin' an energy crisis. Maw's wantin' me to buy her a chain saw!"

## New hormone implant to be on U.K. market

Compudose, a new, long-lasting hormone implant for beef cattle, will be put onto the U.K. market shortly, the U.K. Ministry of Agriculture has confirmed.

Reports UCN, the new hormone consists of Oestradiol, a natural female hormone, and is used as an implant in the ear of beef steers. It is active for 12 months, or four times longer than existing implants.

Elanco has filed for approval of Compudose in the U.S. with the Food and Drug Administration, an Elanco spokesman said. However, there was no estimate as to when the FDA may complete its review.

Compudose is approved for use in Mexico, the spokesman said.

The new hormone comes at a time when the European Economic Community is considering banning hormone use in cattle. A report on the use of hormones is currently being prepared by the European Commission's scientific committee and is due out in March 1982.

Stilbene and Thyrostatic hormones have already been banned by the EEC, and hormone implants are already banned in Northern Ireland, West Germany and the Netherlands.

Sources said if the pellet is removed it is nearly impossible to determine whether it was ever implanted in the first place, although trials have detected high levels of Oestradiol in the kidneys.

The U.K. Meat and Livestock Commission, which has tested and approved Compudose, found steers

A journalism graduate from Colorado State University, she specialized in news editorial writing and public relations. Marcotte was active in the Society of Professional Journalists and was student representative for the Journalism Council.

Before joining WLJ's editorial staff, Marcotte worked for Samsonite Corp. and Paraho Development Corp. in their public relations and communications departments.

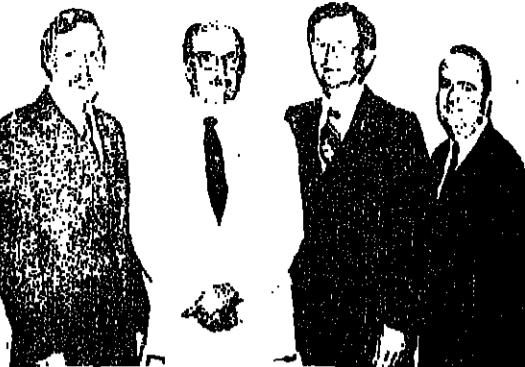
J.W. "Bill" Swan, National Cattlemen's Assn. (NCA) president, and other association representatives met recently with C.W. ("Bill") McMillan, assistant secretary of agriculture and Dr. Donald Houston, administrator of USDA's Food Safety and Inspection Service. Following a discovery of horsemeat in shipments of Australian boneless beef to the U.S., NCA had asked for a meeting with USDA to discuss imported meat inspection procedures and a need for tighter inspection standards.

The USDA officials discussed current inspection procedures and special steps they have taken recently. They expressed the view that USDA now has adequate authority to carry out necessary inspection procedures, including species verification. However, NCA officials said they still were concerned about inspection, and they emphasized.

The NCA said members of the association's Foreign Trade and Grading and Inspection Committee would like to be better informed on inspection of imported meat. USDA invited to have industry representatives visit ports of entry and observe inspection procedures. The visits are expected to enable NCA to make more positive and responsible recommendations.

USDA has sent its interpretation of the Netherlands' requirements to the U.S. embassy in the Netherlands for clarification, according to Wallace Leary, director of USDA's Food and Safety Inspection Service export coordination staff.

The USDA is not interpreting the requirements as an attempt to interfere with U.S. exports, Leary said. The Netherlands could be issuing the requirements in anticipation.



**NEW OFFICERS**—Newly elected officers of the National Live Stock and Meat Board are: James Mullis (left), Corwith, Iowa, treasurer; Robert M. Carter, Plainview, Texas, vice chairman; Virgil M. Rosendal, Augusta, Ill., chairman; and John L. Huston, Chicago, president. The Meat Board has been the red meat industry's research, information, education and promotion arm since 1922.

## Netherlands to restrict hormone meat imports

The Netherlands will require that all meat imported after Oct. 1 be accompanied by a statement that the meat is from animals not treated with hormones, according to a release from the Meat Export Federation.

The new regulation also will ban the importation of meat from animals treated with antibiotics or chemotherapeutics as well as stilbene and thyrostatics, already unilaterally banned by the European Economic Community and the U.S.

However, the hormones trenbolone, testosterone (synovex H), Zeronol (ral-gro), oestradiol and progesterone (synovex S) are not presently banned in the EEC or the U.S.

The Meat Export Federation sent a letter to FSIS Administrator Donald Houston stating that the Netherlands ban could have grave consequences for U.S. producers and packers.

Although no other EEC member countries have taken action similar to the Netherlands, a U.S. trade representative staff member said France and Italy are rumored to be coming forth with similar regulations. The visits are large variety meat users France and Italy initially supported a total ban of hormones during EEC talks.

In remarks prepared for delivery at a seminar on U.S. participation in the Codex Alimentarius International Food Standards Program, McMillan said food safety law reform legislation recently introduced in both houses of Congress does a good job of identifying key areas in which changes are needed.

However, determining the type and extent of the changes needed in current laws poses the greatest challenge to the administration in the food safety area, McMillan said.

McMillan said the successful food safety policy must strike a reasonable balance between the need to minimize risk and the need to leave the consumer some options in making his food consumption decisions. He said the government's regulatory efforts should preserve food safety, while encouraging continued growth in the food industry.

## Sodium labeling outweighs cost, according to economist

The health benefits resulting from mandatory sodium content labeling of consumer foods could conceivably equal or exceed the costs of monitoring sodium labeling program, according to a USDA economist.

Reports CNS, many health professionals have endorsed sodium content labeling as a means of helping the estimated 60 million Americans who suffer from hypertension reduce their sodium intake. Excessive sodium consumption generally is thought by medical authorities to be a factor contributing to an individual's risk of developing hypertension. Major dietary sources of sodium include processed meats and vegetables and baked goods.

The report estimated the total economic cost of a mandatory sodium labeling program at \$14.1 million to \$89.8 million during the first year of operation. This estimate includes the cost of label changes and laboratory analysis to determine the sodium content of food products.

During each subsequent year, the program would cost \$81.5 million to \$289.8 million. That estimate primarily reflects the costs of retesting food products to ascertain that their actual sodium content is the same as the sodium content appearing on their labels, the report said.

The report said that hypertension annually costs the U.S. economy about \$8 billion in medical care.

The report noted that it was uncertain how many consumers would use sodium content labeling as an aid to reduce their sodium intake and to what extent their food consumption patterns would be influenced by such labels.

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## 23rd All-American:

**Special Effort outsprints field of two-year-olds at Ruidoso**

Special Effort glided over a sloppy track like a speedboat and roared into Quarter Horse immortality in the 23rd staging of the All-American Futurity at Ruidoso Downs on Labor Day.

At the finish of the rain-drenched 440-yard journey, it was Special Effort in control by a crushing four lengths and richer by a tremendous \$528,000. The victory made Special Effort the first horse in history to win the Triple Crown for two-year-old Quarter Horses and upped his earnings to \$1,106,723, which made him the richest Quarter Horse of all time.

In winning the All-American Futurity, Special Effort logged his ninth straight win against no defeats. Earlier in the

Ruidoso meeting, Special Effort set up his Triple Crown assault by rolling to a length win as an even-money favorite in the \$787,350 Kansas Futurity at 360 yards.

The second leg in the Triple Crown trail was the \$669,370 Rainbow Futurity at 440 yards on July 26. Special Effort won by 1 1/4 lengths as a 1-8 favorite. In doing so, he became the first horse since Tiny's Gary (1974) to win both the Kansas and Rainbow futurities.

Special Effort dominated his competition mercilessly during the season, scoring the top qualifying time for the Kansas Futurity (17:90 seconds), the top qualifying time for the Rainbow Futurity (20:02) and the top qualifying time for the All-American Futurity.

**Assn. announces upcoming bull test**

By JERRY YORK

The Western Colorado Bull Test Assn. recently announced the schedule for its upcoming test. The test will again be located at the Jack Shee Feedlot in Delta, Colo. and bulls will be received on Oct. 21 with the test commencing Nov. 11.

The bull will be weighed on a 28 day period throughout the 140 day test and the top 1/2 of the bulls tested based upon the performance index will sell in the association's sale April 17. The test is an all breeds bull test and further information can be had by contacting the Western Colorado Bull Test Assn., 1608 Twelve Road, Loma, Colo. 81624.

The association officers and directors include: Les Hill, Colbran, president; Dick Mott, vice president; Jinx Everett, secretary-treasurer and Dean Walk, Lowell Klingensmith, Gene Spangler, Bert Strang and Doug Hall as directors.

**MANAGER—Dr. Richard L. Danke was named manager of feed ingredient marketing for the agricultural group of Allied Chemical, a company of Allied Corp. Headquartered at the West Zone sales office in Omaha, Danke is responsible for market and product development of Compon, Sulf-N 45 and urea liquor.**

There ain't a hoss that can't be rode; there ain't a man that can't be throwed.

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## Users give mixed reviews of computer meat trade system

Users of the American Meat Exchange's computer-assisted trading system (CATS) gave mixed reviews about the electronic meat trading system in telephone interviews with CNS.

Although users agreed that CATS is valuable to the future of the meat trading industry, the system will never serve the industry as the only media on which meat will be traded, they said.

CATS has been in operation since June 15 and has 16 users, ranging from a few of the nation's largest packers and retailers to some of the smallest meat industry firms. About 10 to 15 loads of meat are traded on the system weekly, according to William Albanos, Jr., AME founder and CATS developer.

The main complaint about CATS, the users agreed, is that there are too few buyers and sellers on the system.

According to Lynn Grant, sales manager of Union Packing Co., which slaughters 16,000 cattle a week at its two plants, he has been on the system for the last eight weeks and only one buyer has been on line during that time.

"The system needs more people on it. If there were more on the system, it may be worthwhile, but right now it isn't much help," Grant said. Union sold six to eight loads two weeks ago but has not sold any since.

Packers and fabricators are developing new boxed products all the time, each with a little different methodology.

It is easier to describe

**NILE**  
NORTHERN  
INTERNATIONAL  
LIVESTOCK  
EXPOSITION  
**RED  
ANGUS  
DAYS**

**Wednesday  
October 14  
Billings, Montana**

**11:00 a.m.—Show (Metra Building)**  
**4:00 p.m.—"Prestigious Inspector" Female Sale**

Early consignments include cattle inspected by these Prestigious Inspectors:

Bill Woolston  
John E. Rice & Sons Polled Herefords, Sheridan, Wyoming  
Lance Fletcher, Wyoming Pinzgauer Ranch, Sheridan, Wyoming  
Wayne Stevenson, Basin Angus Ranch, Moccasin, Montana  
Richard Lacey, Lacey Herefords, Drummond, Montana  
Doug Arntzen, Arntzen Angus Ranch, Christina, Montana  
Arvin Arson, Montana Farmer Stockman, Billings  
George Ellis, Beartoof Herd Ranch, Columbus, Montana  
Jay Leachman, Pres., Montana

Angus Assn., Bozeman,  
Art Linton, Professor and  
Head of Animal and Range  
Sciences, Montana State  
University, Bozeman

For further information or catalog contact:

John Lambrecht  
Custer, Montana  
406/635-4680

**BAR RUNNING M RANCH** RAMAH, COLORADO  
Please direct inquiries to: HILLIARD E. MILLER, 74 Cheyenne Mountain Blvd.  
Colorado Springs, CO 80906 • Phone: 303/473-7530  
UNITED LIVESTOCK BROKERS, INC. • Sale Management, 4620 West County Road 850  
Dumont, Colorado 80115 • Phone: 303/244-5000

A spokesman for one of the largest packers using CATS said the Kroger Co. is the largest buyer on the system. "Many of the buyers on the system are not within our credit limits, which is a problem for us," he said.

Sirhan said many of the users have made requests to have additional boxed beef cuts added to CATS' item list. There are more than 50 boxed beef items and more than 25 boxed pork items currently on the list, Sirhan said, but more boxed items are needed.

But packers are reluctant to put boxed beef items on the system, because they do not want competitors and customers to know their pricing strategies and supply situations.

"Users have requested about 85 to 90 additional boxed items to be added to the item list," Sirhan said.

Other users said the system is cumbersome in its present form.

Albanos and Sirhan said they are adjusting CATS to make it more efficient for current users.

Effective Oct. 1, "CATS II" will be tested, and according to Albanos, it is a greatly improved system allowing users to make transactions more quickly.

CATS II, with its additional capabilities, will cut operation time by 20% and users will not have to be retrained.

Albanos said CATS II will be expanded to handle five transactions simultaneously instead of just one as the system does

"There will be a possibility of trading mixed loads instead of just one item to just one destination," he said.

Users of CATS II also will be able to put out bids and respond to bids easier, Albanos said. It will include a signal mechanism that will alert a willing seller that a willing buyer is responding.

"Before, a seller would always have to check and see if there was a respondent. Now there will be a signal light or bell that will get their attention," Albanos said.

CATS will come under close scrutiny in December when the first formal evaluation must be done for the government, Sirhan said.

"We're still studying it and know there has to be a lot more people on the system," Vaughn said.

He does not believe the CATS system will be the only way meat will be traded in the future, but it is important because it brings new buyers and sellers together.

"We are doing business with a new packer we hadn't done business with

prior to CATS. We have a new supplier out of the system, and that's important," Vaughn said.

The other sources agreed with Vaughn and said the CATS system possibly can broaden the horizons of small packers and wholesalers, providing a wider market for their products.



DEDICATION — Register of Merit Hereford activities at the New Mexico state fair in Albuquerque will be dedicated to Bill Ljungdahl. Ljungdahl served 21 years as extension livestock specialist for New Mexico State University, retiring in 1979 and for many years was livestock superintendent at the New Mexico State Fair.

## THE BOTTOM LINE

The most beef in the least time . . .



A bull battery offering one of the greatest concentrations of Line One breeding from the Havre, Montana station ever assembled. MONTANA DOMINO 76024 (left) the highest-priced bull to ever leave the station. L1 DOMINO 0154, a Denver Sale-topper (frame score 8, 2260 lbs.) and L1 DOMINO 75020, a 2200-lb. half-brother to "0154", join the great bull, MONTANA DOMINO 75194, Havre's 1978 top-selling 4 high-indexing bull, in pacing one of the great bull batteries ever offered. They, their get and service sell!

This dispersal includes some of the biggest-framed, solid-muscled Hereford females in the United States. Mainly daughters of RC Mischief D4, RC Dan Mischief 19 and RC Dan Mischief 45. All are sound, producing females.

## COMPLETE DISPERSION

5 Herd Bulls • 80 Bred Heifers  
255 Spring-Calving Pairs

**OCTOBER 14**  
at the ranch, 8 miles north and 8 miles east of Rush, Col.  
Sale Starts 10:30 a.m. • Lunch Available

Selling with the most innovative performance records in the industry.

EVERY COW will have records sale day that include her Actual Weight, her 205-Day Adj. Weight and Index, her Actual Yearling Weight and Index . . . plus the number of calves she has raised, the Average Actual Weaning Weight of her calves, and an Index FACTS, FROM WHICH YOU CAN MAKE YOUR SELECTIONS.

For details and catalog, contact:  
John Lambrecht  
Custer, Montana  
406/635-4680

## Block appoints 4 to federal board

U.S. Agriculture Secretary John Block recently appointed four public members to the board of directors of the Federal Crop Insurance Corp., reports CNS.

Named were Ray Posse of Illinois, a representative of the private insurance industry, and farmers Edward Askew of Thurman, Iowa, William Houston III of Mississippi, and William McFarlane of Clovis, Calif.

USDA members of the board include agriculture undersecretary, Seeley Lodwick, undersecretary, Frank Naylor and Melvin Sims, FCIC chairman.

**VISUAL APPRAISAL**—Some 160 cattlemen enjoyed the Kansas Angus Tour's educational, competitive and social activities recently. Hosts were Kim-Mac Farms of Elk City and Dalebanks Angus, Eureka. Activities included presentations of the host farms' breeding programs, a special judging contest, a linear measurement demonstration, three guest speakers and an Angus barbecue. Pictured here is a scene during the judging contest, where participants ranked two classes of cows by visual appraisal, then determined their accuracy by checking actual performance records.

## A Dispersion of Producing Cows

The result of years and years of strict selection and culling sell  
**OCTOBER 3** in our **COMPLETE DISPERSION**  
at the ranch • Chinook, Montana • 11:30 a.m.

• 115 Cows and Calves • 6 Herd Bulls  
• 45 Yearling Bred Heifers • 20 Yearling Bulls

Consistently High Production Cows — Bred to these Leading Sires:  
"David" (Le Grand Domino 7184), L1 Domino 75827, BJ Domino 707, CH Domino 539, and LHR L1 Domino 413.

Females will be pregnancy examined.

Contact us for  
more information

**CLEAR CREEK herefords**

## Auction Results

AMERICAN PAINT HORSE ASSN.  
Oklahoma City, Okla., July 24-31

10 stallions ..... \$4,271  
45 mares ..... 5,657  
10 geldings ..... 1,850  
77 lots ..... 4,851  
Auctioneers: Harold McKeith, Laurel, and Phil Schooley, Bloomfield.

Holmes, Okla., \$10,100. Mrs. Sir Trudy, 1977 sorrel overo mare, Bill Gault, Ingalls, N.M., to Robert Ingalls, Valley City, N.D., \$10,000. Hobie Frosty Girl, 1979 sorrel overo mare; Robert G. Berthold, Bakerfield, Calif., to Ronald E. Hill, Ruidoso, \$10,000. Farmer Brown, 1974 sorrel tobiano stallion; Giles H. and Eva J. Yost, Laredo, to Jed H. Imbruglia Jr., \$9,700. Red Sonny Ray, 1979 sorrel overo mare, Circle S Horse, I.M., Longview, to Robert Ingalls, Valley City, N.D., \$8,500. Edens Spring Rain, 1976 sorrel overo mare, Jo Ann Mullins, Hyattsville, Md., to Robert Ingalls, Valley City, N.D., \$8,400. Stormy Hancock Two, 1978 red roan overo stallion; Robert D. Noteboom, Corrigan, S.D., to Marvin or Marie Noteboom, Corrigan, S.D., \$8,000. Hardwick Lady, 1975 palomino overo mare; Jack B. Strong, Longview, to Robert Ingalls, Valley City, N.D., \$6,000. Twin Eye Patches, 1980 sorrel tobiano mare; Stampede Stables, Clovis, N.M., to Harlan E. O'Leary, El Paso, \$6,000.

Top: Chief's Dan Good, 1975 dun overo mare, Lindsay L. Bennett, Golden, Colo., to T.J. or DeeDee Brown, Blanco, Texas, \$17,100. MS Jessica James, 1979 bay overo mare, Jean L. Gerhard, Roswell, N.M., to Haymaker Farm, Ltd., Yukon, \$16,500. SNP's Miss Kity, 1974 sorrel overo mare, Sandra Vieira, Wellington, Ohio, to Mr. and Mrs. Paul M. Toni, Cedar Hill, \$12,000. Gold Julie, 1979 sorrel overo mare; Adam Ranch, Wilcox, N.M., to Kelly A. Lingerfeld, Riverside, Calif., \$10,000. Penny's Top Bobbin, 1978 sorrel tobiano mare; Stampede Stables, Clovis, N.M., to Fay Olsen, St. Paul, \$8,000.

Box 595  
Chinook, Mont. 59523  
Tom Burns, 406/357-4207  
Bob Sharples, 406/357-4118  
Claude Windecker, Consultant,  
406/265-7719

\* Located 15 miles east of Havre and 1 mile south  
or 7 miles west of Chinook and 1 mile south.

## Matlock and Carol Rose Quarter Horse Production Sale

**October 1-2 • Gainesville, Texas**

Thursday and Friday at the ranch

**Be sure  
to attend  
this  
"World of  
Champions"  
Sale**

The sale where every horse will be either a great broodmare bred to . . .

one of these WORLD CHAMPION STALLIONS:

**PEPPY SAN**—

The only NCHA Champion Cutting Horse and AQHA Champion whose get have won six NCHA World Championships.

**PEPONITA**—

Five times World Champion Cutting Horse, 1975 through 1978 NCHA Top Ten.

**ZAN PARR BAR**—

The only horse in the world to be three times World Champion Halter Stallion—1979 World High Point Steer Roping Horse.

**GENUINE DOC**—

The winner of the Non-Pro Division of the Atlantic States Cutting Futurity, winner of the Junior Cutting at the Fort Worth Fat Stock Show and placed 3rd in the Non-Pro Division and was a semi-finalist in the Open Division of the 1981 NCHA Super Stake. He has earned 8 Cutting Points and is qualified for the 1981 World Championship Show in Junior Cutting.

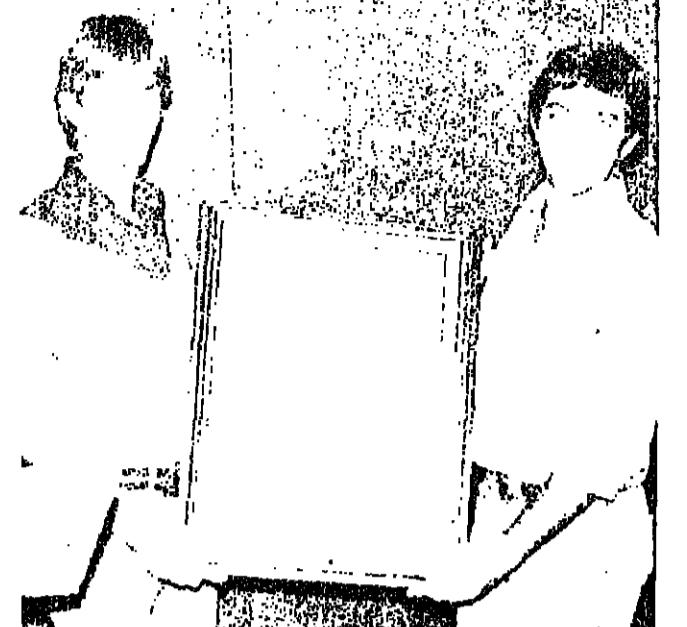
(817) 665-9304

Sale Manager: Dean H. Parker • 801/752-7701  
P.O. Box 3266 • Logan, Utah 84321

Professional Sale Management  
by DEAN H. PARKER -  
THANE LANCASTER & ASSOC.

**Matlock & Carol Rose**  
Quarter Horses

UNITED LIVESTOCK BROKERS, INC. • Sale Management, 4620 West County Road 850  
Dumont, Colorado 80115 • Phone: 303/244-5000



**OUTSTANDING CONTRIBUTOR**—Mike Frey (left) of Mulhall, Okla., was voted outstanding contributor to the recent Southwest Angus Youth Conference in Oklahoma. The conference drew junior Angus members, officers and their parents from Texas, Louisiana, Arkansas, Oklahoma, Missouri and Kansas.

### Bar-S purchases 2 Cudahy plants

Bar-S Food Co., a Phoenix-based company, recently purchased two slaughterhouses and half interest in a processed-turkey meat plant for \$28 million from General Host Corp., based in Stamford, Conn.

Bar-S, a newly established company formed by principals from Cudahy Food Co., a subsidiary of General Host, purchased the closed Cudahy slaughterhouses in Denver and Seattle and the Cudahy turkey plant in Clinton, Okla., a General Host spokesman said.

Payment for the facilities included \$12 million in cash, \$10 million of Bar-S cumulative non-voting preferred stock and a \$6 million secured promissory note, the spokesman said.

"It is not enough for the Australian government to talk to the U.S. government," Earley said. "It should also be talking to the cattle industry."

What is a weed? A plant whose virtues have not yet been discovered.

### Complete Hereford Dispersion Monday, OCT. 5 Miles City, Montana

10:30 a.m. at the Miles City Ranch  
8 miles south on Hwy 312 • Lunch Available

FRC YAMPA KING 14—Selected as a calf in the Carpenter-Williams Sale, and has proven himself as a consistent sire of heavy, fast-growing calves with frame. He has earned a BVR of 105.2 in our herd. 205-day wt. 625 lbs. WDA 2.75. HE HS GET AND SERVICE SEL.

FRC YAMPA KING 15—One of three sons of the popular FRC COUNT 1 in our herd. Sire of all 61 of the Carpenter-Williams Sale. He has a 205-day wt. of 626 lbs. and WDA of 2.85. HE HS GET AND SERVICE SEL.

FRC YAMPA COUNT 10—The only son of FRC COUNT 1 in our herd. Sire of all 61 of the Carpenter-Williams Sale. He has a 205-day wt. of 626 lbs. and WDA of 2.85. HE HS GET AND SERVICE SEL.

FRC YAMPA COUNT 10—This could be one of the best COUNT 1 bulls in the country. His 1981 calves are solid breeding. A big sired but the best. HE HS GET AND SERVICE SEL.

FRC YAMPA COUNT 10—With his

### Cattle industry to seek import curbs

The Australian Cattlemen's Union recently expressed fears that the U.S. Cattle industry will try to encourage restrictions on beef imports following Australia's beef export scandal, reports UCN.

The union's chief executive officer, Rick Earley, urged Australia's minister of primary industry, Peter Nixon, to seek urgent talks with U.S. cattlemen to head off possible U.S. moves to place further restrictions on beef imports.

Australian cattlemen and the meat industry already have felt the effects of the scandal in which horse and kangaroo meat were found in shipments of beef to the U.S. last month.

Australian beef prices have plummeted and several slaughterhouses have been closed or forced to cut back production.

Australia's total meat exports in July declined 14.3% from June to 56,048 tons of shipped weight, the Australian Meat and Livestock Corp. said recently.

Beef and veal exports were 44,866 tons, down 1.9% from the previous month. Exports to the U.S. declined 16.5% to 23,431 tons.

"It is not enough for the Australian government to talk to the U.S. government," Earley said. "It should also be talking to the cattle industry."

What is a weed? A plant whose virtues have not yet been discovered.

### The Landers Ranches

278 LOTS  
OVER  
400 HEAD

150 Spring Pairs  
110 Bred Heifers  
8 Herd Bulls



FRC YAMPA LAD 13—Known as one of the very best sons of "Leo" service today. A big bull... nearly 60 inches tall and weighing a bunch! An aggressive breeder that is producing outstanding calves. DON'T MISS THIS BULL... his calves are proof of his progeny... many sell in a dispersion. 205-day wt. 667 lbs., 365-day wt. 1063 lbs. HE HS GET & SERVICE SEL!!!



MEDIAN ADVANCE 55—Just an example of the very best sons of "Leo" service today. Big cows that get along with other animals. Big bulls that are good breeders. A studbook bull. Advance Calf 1000 is the only bull ever to be sold at a sale by FRC YAMPA COUNT 10 and bred back to JV Bright Count 1000. WDA 2.92.



### Safeway executive defends 'no-roll' marketing approach

(Continued from page 1)  
mand. "The selection of Choice in those stores is limited to those cuts coming from the loin and rib."

Price said that results of the new beef marketing strategy are "our customers are satisfied with the tenderness, flavor, juiciness, and general overall eating satisfaction of the leaner beef." As for problems, he admitted the no-roll beef did not initially lead to an increase in either beef tonnage or store traffic. He said Safeway also experienced some problems

securing the high-yielding type of no-roll beef necessary but added it is becoming less a problem as the stores become experienced in handling this product and suppliers know what Safeway wants.

Price, who said beef represents about 35% of Safeway's meat business, told the agri-marketers each division is asked to include beef in their ads every week. "All ads are monitored on a weekly basis to insure follow through. In general, about two-thirds of our advertising dollars are

spent on newspaper advertising, about 20% on TV and the balance on radio and local flyers."

Chapter two of the beef marketing war will be explained at Rocky Mountain NAMA's Oct. 20 evening meeting, when a King Soopers' marketing executive will report on their dual program of selling Generic Beef (non-graded) and U.S. Choice beef.

Meetings are at Denver's Travelodge North, I-25 and 48th Ave. The public is invited.

### STILL LOOKING?

When You're Looking For The Most Likely Buyers For Your Bulls,  
Try Western Livestock Journal's Monthly Magazine.



### Inspectors object to cattle standards

(Continued from page 1)  
new standards reported the standards could be somewhat dangerous for inspectors. Moise said that in most high speed plants (130 head per hour), the carcass often is being split by a saw while it draws the inspector's attention away from the next set of viscera and forces him to play "catch-up," Waguspack said.

The National Meat Assn. was the only party that filed comments in general support of the new standards. NMA said the new standards benefit government, consumers and the meat industry.

NMA said its members who have implemented the

standards permitted more efficient use of plant facilities and inspectors. NMA said in some cases only one inspector may be necessary to inspect a steer or heifer head, rather than the two inspectors required under the old standards.

The function of cattle post-mortem inspection is to keep meat from carcasses showing signs of disease or other serious defects from reaching consumers.

\*\*\*

You know you're in a small town when you dial a wrong number and talk for 15 minutes anyway.

Your advertisement will reach 65,000 of your best potential customers throughout the West.

Let them know what you have to offer.  
Call us today or contact your area fieldman for more details. Deadline is October 1, 1981. He has the positive approach to marketing your cattle.

Livestock Advertising • 303/623-2800  
P.O. Drawer 17F, Denver, Colo. 80217

John Coote 503/983-6274  
P.O. Box 1599 LaGrande, Oregon 97850

Don Doris 208/581-3217  
3833 Five Mile Dr. Stockton, California 95209

Lee Pitts 503/621-1443  
7330 Ticonderoga, N.E. Albuquerque, N.M. 87100

Jerry York 303/377-7810  
637 Crawford Circle Longmont, Colorado 80501

Ralph Hofmann 406/655-0564  
6405 Gene Sarazen Dr. Billings, Montana 89102

Jay Purchase 308/652-2819  
2901 W. 2nd North Platte, Nebraska 69101

### "TOP OF THE TOPS" Production Sale

Thursday, October 1

1 p.m. at the ranch

Valier, Montana

Pat Goggins, Auctioneer

### LINE ONES AND ADVANCE DOMINOS

Tall ★ Trim ★ Lean ★ Meaty

### 45 Big, Bull Calves

1 three-year-old Herd Sire HH Advance 887

★ ★ ★

1 yearling reserve Herd Sire HH Advance Mark M047

★ ★ ★

9 open, yearling heifers from our own replacements

★ ★ ★

13 open, cows from our breeding herd

★ ★ ★

The sale cattle will be on display on September 30th and in the morning on October 1st. The bull calves will be with their dams.

Lunch will be served on sale day and coffee and doughnuts on September 30th.

### Holden Herefords

Guest Consignor:  
Jack Holden  
Valier, Montana 89186  
Phone: 406/279-3423



Lot 172



Lot 173

## Animal welfare telethon to be carried on cable

The first nationwide telethon via cable for animal welfare and wildlife preservation is planned for January 1982 as a 36 hour marathon production, according to Mark Van Loucks, former United Cable executive, now founder and president of the NOAH Foundation. The tax-exempt National Opportunity for Animal Humanity (NOAH), created specifically to produce and promote this venture, will act as the "financial clearinghouse" for an anticipated "several millions" in pledges generated by the telethon.

and life."

NOAH Foundation's voluntary Board of Governors, comprised of knowledgeable members of the scientific and environmental community; an attorney; an accountant from a major national firm; and laymen will administer the

(Courtesy of Direct Marketing, August, 1981)

**JUNIOR SHOW**—The grand champion female at the \$15,000 Junior Hereford Heifer Classic was exhibited by Jeff Holden, Absarokee, Mont. H.H. Miss Advance M084, a junior yearling entry previously named senior champion, was sired by H.H. Advance 887. The show was a part of the Centennial Hereford Expo held at the Central States Fair in Rapid City, S.D. (Staff photo by Jay Purchace)

## Grand National show returns to Cow Palace

For ten days this fall, the West will be showcased in all its glory as the 37th annual Grand National Livestock Exposition, Rodeo, and Horse Show returns to the San Francisco Cow Palace, Oct. 23-Nov. 1.

**There's still time to sign up for WLJ's Fall Southwest Ranch Tour. Contact our Denver office for details.**

The show takes on even greater meaning this year, with the burgeoning interest in the West surfacing all over, from metropolitan areas like San Francisco to the traditional bastions of western life—the farms and ranges.

Movies, music, and fashion are just some of the forces the western influence has infiltrated. In food, western dishes and recipes have highlighted newspaper food sections, creating a greater consumer interest in the beef, pork, and lamb being sold in supermarkets. In sport, cowboys and horses are at long last finding their way into the mainstream of sport coverage as bona fide athletic events.

The Grand National will mirror this interest and popularity, with a total premium and prize package of \$500,000.

"We're well aware of the significance this show has," Darrel Chapman, Grand National manager, said. "For livestock exhibitors, we are a trade show, where ideas and techniques can be exchanged. Rodeo and horse show competitors look at us as being the top forums for their sport in the West. We are the fourth largest rodeo in the world, and largest horse show west of the Mississippi."

"Exhibitors and competitors are buoyed by the increased interest in their activities. And, it can't help but make for a terrific showing at this year's Grand National."

In the livestock competition over \$145,000 in premiums will be offered, with this year's prize money making a 20% increase in Cow Palace premiums. For most beef species, "With inflation, we realized we had to offer more money," said top premium director Jim Mc-

committee members are currently negotiating donation of talent, promotion, and production facilities. An 800 phone number offered for pledges will be answered by celebrities, with phones at the local level manned by environmental preservation groups and local TV personnel. Donations can be made by using major credit cards, a first for telethons (immediate verification planned). Follow-up arrangements regarding pledges not made by credit card are in discussion.

The cost of the telethon is estimated by Van Loucks at \$1.3 million. Media executives promise \$1 million in the form of donated cable/independent hookup, as well as satellite hookups on five transponders; corporate support is sought for the remaining \$300,000 production costs.

Notes Van Loucks: "By supporting the telethon, corporations have the opportunity to help the community, enhance their own marketing/promotional strategies, and ensure the quality and continuity of product lines dependent on the environment. Corporations are people, and people today understand the integral relationship between the environment, industry,

proceeds, after deduction for expenses, through review of grant proposals submitted by self-stating legitimate animal welfare groups. Such proposals must involve specific long-lasting goals. (Courtesy of Direct Marketing, August, 1981)

Live entertainment will originate from studios in Los Angeles, Las Vegas, New York and Denver, with nationwide distribution via satellite-linking to cable systems servicing 20 million households. Markets not carrying cable plan simultaneous syndication via satellite on independent TV servicing an additional 30 million households; total potential reach of telethon estimate at 50 million households.

The Jerry Lewis Muscular Dystrophy Telethon format adapted to the animal welfare theme will feature pre-produced educational films on wildlife preservation; discussions on key animal issues; and entertainment by such Hollywood personalities as Loretta Swit, Ed Asner, Angie Dickinson, Cindy Williams. Telethon Advisory Committee members include the presidents and CEOs of the top 15 cable companies

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and life."

NOAH Foundation's voluntary Board of Governors, comprised of knowledgeable members of the scientific and environmental community; an attorney; an accountant from a major national firm; and laymen will administer the

(Courtesy of Direct Marketing, August, 1981)

"Grand National," Chapman said. "Combining in-circus Cow Palace premiums with breed accreditations makes a trip to our show even more worthwhile for exhibitors. This is something we've needed to do for a long time."

Tickets for this year's Grand National are \$4-\$10, with prices slightly higher on the final day of the exposition, Nov. 1. For more information, or any other Grand National information, contact the Cow Palace at PO Box 34206, San Francisco, Calif. 94134. Or, call 415/469-6065 for tickets, 416/469-6071 for livestock information, and 415/469-6081 for horse show information.

The show takes on even greater meaning this year, with the burgeoning interest in the West surfacing all over, from metropolitan areas like San Francisco to the traditional bastions of western life—the farms and ranges.

Movies, music, and fashion are just some of the forces the western influence has infiltrated. In food, western dishes and recipes have highlighted newspaper food sections, creating a greater consumer interest in the beef, pork, and lamb being sold in supermarkets. In sport, cowboys and horses are at long last finding their way into the mainstream of sport coverage as bona fide athletic events.

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## ANNOUNCING! The Classic Event



**SC Classic MBV.106.9**  
4-Time ROM Grand Champion - Reserve Grand at Centennial Hereford Show

**A Production Sale  
Featuring the Get of "Classic"  
Friday, October 30**

**Selling: 50 Bulls  
16 Sons and half brothers to "Classic"**

**25 Females  
15 Own Daughters of "Classic"  
Bred Heifers and Show Prospects**

**Also featuring sons and daughters of these great performance sires:  
Courty SJ 4100 \*Prospector 6112  
\*SO Mark Arthur 86 \*Prospector 6134  
\*SO Mark Donald L89**

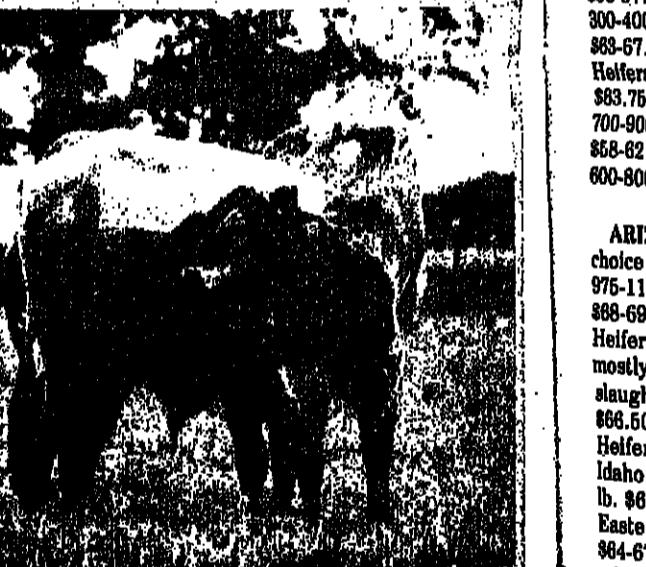
**Call or write for catalog**

**Schroeder Cattle Company  
PALISADE, NEBRASKA 69040  
GENE: 308/285-3414 CHUCK: 308/285-3233**

**DIAMOND CREW**—The Diamond A Ranch of Roswell, N.M., purchased a new herd sire recently at the Clayton and Modesta Williams Brangus Sale. The 1980 calf was sired by WSR Rocky Joe 850, a bull which carries a \$1.2 million evaluation. (Staff photo by Lee Pitts)

**MERRICK FARMS SIMBRAH SALE**

**Saturday, October 3, 1981**  
**Ardmore, Oklahoma**



**Selling 150 lots  
100 Females and 50 Bulls  
Glimmerdale X Brahman Cross**

**Auctioneers  
Bruce Brooks and Joe Mitchell**

**100% Quality breeding cattle  
from the best bloodlines**

**Call or write for catalog**

**MODERN FARM  
FARM DIRECT**

**Your name  
your cap \$5.95**

**Put your name or your farm name on your cap.  
Personalized caps from 1 cap to dozens. Mesh  
or denim or leatherette caps. Guaranteed or  
your money back. \$5.95 plus \$0.35 shipping/  
handling. 1 cap/s/23 20 (31-40)**

**Modern Farm  
P.O. Box 1385 • 7022  
Phone: 808/946-4103  
9 miles east and 5 miles  
north of Durbin**

**Imprint - Up to 2 lines**

**Master Charge  
American Express  
Discover Card  
Visa  
Check enclosed  
Send FREE Catalog  
Name \_\_\_\_\_  
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# WLJ CLASSIFIED CORRAL

## SHORT CUT TO PROFITS

### ADVERTISING RATES

BY THE WORD: 1¢ words per insertion with a 10% discount if ad is ordered for 3 times.  
1/4 page card: 1¢ 1/4 words for 4 times. Include title and address in word count.  
Quotations, news items, news releases, editorials, whole number and phone number, hypertext words, two lines. Minimum charge of \$7.00.

BY THE LINE: 6¢ 1/4 line per insertion with a 10% discount if ad is ordered for 3 lines.  
1/4 page card: 6¢ 1/4 line per insertion for 4 times.

NO CASH DISCOUNT FOR PAYMENT IN ADVANCE FOR EITHER WORD OR DISPLAY ADVERTISING.

MAD RATES: \$1.00 extra for insertion for having a bold face head and your signature set in bold face type. Whichever one.

**CONDITIONS**

BLACK AND WHITE ONLY. No photographs or drawings.

EMPLOYMENT WANTED ADS must be paid in advance.

DEADLINE: 4:00 p.m. Tuesday for issue mailed Friday and stated the following Monday.

LIABILITY: Advertiser is liable for content of advertisement and any claims arising therefrom made against the publication. Publisher is not responsible for errors in phoned copy.

Publisher reserves the right to refuse any advertising not conforming to keeping with the rules and regulations.

COMMISSIONS: Classified ads in other W.L.J. agency commercial.

## WESTERN LIVESTOCK JOURNAL

Barbara Weisheit, 414-47  
Classified Ad Mgr

PHONE: 309/823-2000

DO NOT PHONE in responses to classified advertisements and locations are confidential. Only showing Ad Dept. No. on your envelope and your reply will be promptly forwarded.

### CLASSIFIED INDEX

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24 Distributors Wanted

26 Custom Service

3 Cattle Markers

34 Livestock Brands

4 Senners

5 Cattle

14 Livestock Equipment

58 Basic Animals

6 Goats and Sheep

7 Hogs

8 Poultry

9 Horses, Jacks, Mules

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10 Auctions

10A Auctioneers

11 Livestock Wanted

12 Feedlots

13A Relocation Properties

13B Farm and Ranch Appraisal/Management

13C Storage Space for Sale

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13 Farms, Ranches for Sale

14 Ranches for Rent or Lease

15 Ranches or Pasture Wanted

16 Real Estate for Trade

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18 Hay, Feed, Seeds

19 Business Investments

19A Livestock Loans

19B Loans

19C Livestock Insurance

20 Machinery

21 Fence Posts

22 Building Materials

23 Pipe, Irrigation Supplies

24 Schools

25 Trucks and Autos

26 Trailers

27 Lost and Found

28 Women's Interest

29 Pet Supplies

30 Miscellaneous

30A Travel

### EMPLOYMENT WANTED

1 SOUTHEASTERN UTAH cattle ranch seeks responsible, experienced man for general ranch work. - References needed. Phone: 801/678-2862, evenings.

1 PM, 47, RETIRED from real estate, auctions, development, livestock business management. Lives in and need a new challenge. If you have need for a dependable manager, call Jim Schwarz, 308/822-5906; or W.H. Schindler other fields, possible travel.

1 HONEST, reliable, dedicated ranch manager for resident or absentee owner. Commercial or registered, degree, lifetime cattle experience, all phases, A.I., pregnancy testing, vet., high country, desert location, married, no children. References or excellent references. Resumes available. Write Ad Dept. 624 c/o WLJ.

1 EXPERIENCED CHRISTIAN COWMAN Available, 30 years experience, 30, married, 4, school age children. Seeking permanent position with established, practical, purebred operation. British or American breeds. Experienced in general ranch work, some farming. Resumes, references. DANA WILSON, Oregon, 503/665-2224.

1 EXPERIENCED ranch manager. Married, 33, seeks to manage progressive cow/calf operation, conventional, hard working. All areas, alfalfa, grass, pasture, hay production, equipment, growing lot expansion. Practical vet. Equipment maintenance, welding, basic veterinary, Economics degree. References. "Answers" owner preferred. 707/798-5442, Eugene, Oregon.

1 ASSISTANT/ASSOCIATE Professor of Animal Science

The department of Animal Science

Oregon State University invites

applications for the position of Asst.

or Associate Professor. This

position initially combines teaching

(15%), research (35%), and ex-

tension functions (50%), but will be reviewed annually and possibly redistributed. Applicants should

have a strong fundamental knowl-

edge of sheep/goat production

and be able to interpret research

results to the sheep industry

through an aggressive extension

effort. Apply to: J.E. Oldfield,

Head, Dept. of Animal Sciences,

Oregon State University, Corvallis,

OR 97331, sending transcripts, resume, and names of 3 references by September 30, 1981.

Oregon State University is an Af-

firms Equal Opportunity/Equal

Opportunity Employer and complies with Section 504 of the Rehabilitation Act of 1973.

### HELP WANTED

2 CATTLE

5 CATTLE

5 LIVESTOCK EQUIP.

5 LIVESTOCK WANTED

11 CATTLE

**INTERMOUNTAIN**  
Farms and Ranches 13

400 HEAD RANCH In central  
Nevada. New winter feeding. Call:  
702/423-7122 in evenings. No  
breakers please.

**Chicken Lips!**

Well... Just about anything can  
be found in WLJ's Classified  
Corral.

\$1,200 PER ACRE  
300 Acres, new home, shop and  
granaries. \$450,000

300 Acre farm, new home, shop and  
corrals. \$125,000

640 Acres, row crop farm, watered  
with pivot and wheel lines. \$1,700/ACRE

320 Acre farm, crop farm, watered  
with wheel lines. We have calves  
Also have some good cow ranches.  
HOFER REAL ESTATE, Mountain  
Home, Idaho. Stan Scott, 208/  
587-8471, days; 208/587-5034,  
evenings.

**INTERMOUNTAIN**  
Farms and Ranches 13**WESTERN FARMS/RANCHES**

New prop 300 to 3,000 acres.  
Cow ranching 100 to 4,500 head.  
New land structures, licensed in  
Idaho, Montana, Nevada, Oregon,  
Utah and Washington.  
Tell us what you want.

Dial: 208/345-3163  
P.O. Box 986  
Boise, ID 83702

**ROBISON REALTY, INC.**

Bill Knipf/Don Wiltshire

**Hard to get good  
help these days?**

Not if you advertise in the  
Classified Corral's "Help Want-  
ed" section.

**Sierra Valley Ranch**

2,100 (approx.) acre irrigated farm & cattle ranch; Plumas Co., CA.  
25 mi. NW of Reno & 40 mi. north of Lake Tahoe. Center pivot &  
wheel lines. B stockwater from 4 wells; 3 windmills. Irrigated land  
planted to alfalfa. Native pasture has 300-350 cow capacity during  
summer months.



JAMES SANDERS  
Dome-Western, Inc.  
P.O. Box 320  
Reno, Nevada 89504  
(702) 329-8463

Dome-Western is a merger of Dome Agricultural Services and Western Farm Management.

**IDAHO RANCHES**

8,129.5 ACRES DEeded: Plus 1,083 AUM's of BLM privileges. Carrying  
capacity by owner, 850 cow pairs, 1,200 yearlings and 1,000 sheep.  
Only 90 AUM's depend on BLM. Good improvements. Plenty of water.  
\$850,000 plus depreciable. Cattle and machinery available. 14 miles of  
live stream. Only 40 miles from Sun Valley. Price \$2,800,000.

**250 COW RANCH**

240 PRODUCTIVE acres, BLM for 160 pair for 5½ months.  
17% interest in full form. No trucking, good family operation. Near town.  
\$390,000 with terms. Cattle and machinery available.

**955 ACRES COMBO**

400 ACRES dryland farming plus 250 yearlings. Some ranch. 3 creeks,  
955 acres deeded plus 240 acres forest service lease. All fenced. Good  
fishing and hunting. Near Melale, Idaho. Only \$376,000.

BUTLER  
REALTY  
120 East Main St.  
Jerome, ID 83338

PHONE: 208/324-8166  
Anytime  
Or Ed, 324-5234

**SELECTED NEVADA RANCHES**

(1) ALFALFA and CATTLE, Pershing County, east of RENO. 640 acre  
SHOWPLACE ranch. ABUNDANT water, good creek. 2 wells produce  
over 8,000 GPM. INEXPENSIVE shallow LIFT. 320 acres  
under SPRINKLERS. 2 PIVOTS. 300 acres FLOOD IRRIGATED,  
CONCRETE DITCHES. 2 MODERN homes, guest house, help  
house, barn. NEW, completely EQUIPPED, LARGE SHOP,  
60 x 100. Good fences. 10 FIELDS, new CORRALS. Electric,  
T.V. and school bus. Private AIR-STRIP. Top QUALITY  
ALFALFA. 3 cuttings and PASTURE the 4th. 5 TONS per acre.  
BEAUTIFUL LANDSCAPING. Large shade trees. Good setup for  
PUREBRED CATTLE, HORSES, DAIRY HEIFERS, ALFALFA HAY  
or combination. Adjacent land available for EXPANSION. Price  
\$985,000, including EXTENSIVE lot of EQUIPMENT and MA-  
CHINERY. Good terms, LOW INTEREST (Exempt TAX SHELTER),  
approximately \$800,000 in short-term DEPRECIABLE ASSETS  
and good investment tax credit.

\* \* also \* \*

(2) 500 HEAD COW RANCH (ADJACENT to above ranch). 1820  
ACRES plus S.P. Lease and BLM for 10 MONTHS GRAZING.  
POTENTIAL TO DOUBLE CAPACITY. Price: \$885,000 including  
EQUIPMENT. Small down, LOW INTEREST. Excellent TAX AD-  
VANTAGES. Good management.

C.W. "Chuck" MOORE REALTY CO.  
Nevada and Colorado Ranch Broker  
P.O. Box 20564, Reno, NV 89515

702/828-2240 or 213/366-3088

**EASTERN NEVADA CATTLE RANCHES**

2,000 Mother cows on year round basis. More than 21,000 deeded  
acres. 1,475 acres estate, 1,200 acres meadow ground, irrigated from  
stream as well as, 7, high producing wells. 45,000 acres railroad leases  
5 sets of headquarters. Excellent improvements, modern homes in  
picturesque setting. Outstanding horse training facilities, large show barn  
and working arenas. Minimal winter feeding, lots of early spring feed.  
High mountain summer range. Winter ranges adjacent to main ranches.  
Potential unlimited for ranch and range improvements. \$6,450,000.

\$9,000,000 buys a well improved ranch presently running 1,600 mother  
cows. Plenty of feed, winter the cows and background the calves.  
14,500 deeded acres, 826 acres in crop and hay production. Good line  
of equipment included. A nice operation in good cattle country.

700 Cows are easily run on this adequately improved ranch. 360 acres of  
steep hillside provide adequate winter feed for cow herd and calves in the feedlot.  
Approximately 1,100 acres of BLM. AUM's make this ranch work the  
\$1,200,000 asking price.

Look no further for a 800 head outfit. Priced to sell at \$1,100,000.  
6,100 acres of deeded ground, 425 acres in estate. New home, shop  
and barn add to the value. Free creek water plus supplemental wells.  
Lots of potential on this ranch.

Terms available on ranches to pre-qualified buyers.  
Sold exclusively through:

RANCHERS REALTY  
John Carpenter, Licensed Real Estate Broker  
P.O. Box 125, Elko, NV 89801  
PHONE: 702/838-8861, Anytime

**INTERMOUNTAIN**  
Farms and Ranches 13**INTERMOUNTAIN**  
Farms and Ranches 13**INTERMOUNTAIN**  
Farms and Ranches 13**IDAHO RANCHES**

1,700 HEAD  
550 HEAD  
400 HEAD  
300 HEAD

2,800 ACRES  
920 Acres  
1,300 Acres  
950 Acres

\$3,400,000  
\$1,250,000  
\$900,000  
\$650,000

Jerry Worley, 208/336-3333

**FENWICK REAL ESTATE**

Bolse, Idaho

**CATTLE RANCHES**

800 Head Mother Cows

Over 12,000 deeded acres, about 600 hy ground, free water. Excellent  
improvements. About 80% of operation handled on deeded base. 1 ton  
winters. Very scenic, excellent hunting and fishing. Ain't no finer ranch  
on the market.

**600 Animal Unit**

2,892 Deeded with BLM and forest. 3 miles of stream with  
about 1,100 acres bottom ground. Good improvements, free water. About  
80% of operation handled on deeded base. 2 ton winters. High mountain  
valley, a good one! Owner anxious and ready to deal.

**350 Animal Units**

On 1,250 deeded with BLM and forest. 3 miles of major river through  
ranch. Great fishing and hunting. 2 ton winters. One of the most scenic  
ranches in the country. 35 miles to commercial airport. Priced below  
market.

Jack Horton  
AGRICLANDS

P.O. Box 1788 • Idaho Falls, ID 83401  
PHONE: 208/524-4070; Eves: 522-0501

**BLIND BOX ADVERTISERS REMEMBER TWO THINGS**

1. In the copy of your advertisement be sure to include WRITE AD  
DEPT./c/o WLJ—which counts as 5 words.

2. ALSO include \$2.00 PER INSERTION for cost of forwarding re-  
plies.

**SOUTHERN IDAHO**  
RANCH/DRY FARM

2,720 DEDED ACRES: Meets, Idaho, 320 acres irrigated land, 620 acre  
dry farm and balance grazing. 80 acres additional could easily be developed  
to irrigated land. 276 pair currently running on ranch. Forest and  
BLM for summer grazing. Includes 200 head of cows plus bulls.  
Seller will carry contract. \$870,000.

**FARM/RANCH COMBO**

610 DEDED ACRES: 20 miles south of Burley, Idaho. 265 acres under  
pivot and wheel lines. Canal company water and small deep well. 99 head  
cattle permit on forest and BLM. Additional ground could be developed.  
2 homes and other improvements. Liberal terms. \$825,000.

**SOUTHERN IDAHO REALTY**

P.O. Box 1048, Burley, ID 83316  
PHONE: 208/678-1116

Evenings, David R. Price  
208/678-2840

Boyd R. Poulton  
208/678-0910

**IN COUNCIL VALLEY, IDAHO**

450 Acre cow ranch with 2 sets of newer improvements in secluded,  
seascape setting on Weiser River near Council. Approximately 10 acres  
bottom land, balance in dryland hay and pasture, fences good. Reduced to  
\$226,000. Terms.

**240 ACRE ALFALFA & GRAIN FARM**

With good improvements in Cambridg, Idaho area. Approximately 220  
acres irrigated with sprinklers. \$365,000. Terms or exchange possible.

**NEAR NEW PLYMOUTH, IDAHO**

Good, 50 acre irrigated ranch, nice home, full basement, corral, feedlot,  
etc. Now in hay and pasture, could be row cropped. Presently operated  
as cattle and registered horse ranch. \$177,500. Terms.

**460 ACRE RANCH**

In Indian Valley, Idaho on Little Weiser River. 40 acres irrigated bottom  
land, 70 acres dryland alfalfa, more land could be developed. Large, older,  
remodeled home, 2 large barns in picturesque river location. \$326,000.  
Terms available.

**388 ACRES IRRIGATED RANCH**

Near New Meadows, Idaho. Includes 3 homes, several outbuildings, 140  
degree surface temperature hot springs, beautiful setting in high mountain  
valley. Near hunting and fishing, year around recreation. On Little Salmon  
River. Beautiful ranch with many exceptional features. \$1,300,000.  
Terms available.

**MULLER AGENCY, INC.**

Box 7, Council, ID 83312

PHONE: 208/253-4264

Evenings and Weekends, Bill Cris, 208/253-8090

**We Specialize In****COLORADO RANCHES**

Arrive

2,000 Acre farm, 1,000 acre irrigated, 880 acres possible dryland crops,  
200 acres grassland, plus 1 section state land, near Arriba, Colorado. 7  
circles, good water, 3 bedroom home. Various outbuildings and corrals.  
\$1,684,000.

Becker

700 acres deeded, 640 acres state land, 110 acres irrigated, 12 miles  
northeast of Kuna, Colorado. Produces 300 to 325 ton of hay. No  
improvements. 1 mile of West Bluff Creek.

Brocker

2,500 Acre ranch, 2,000 acres irrigated, 8 miles east of Weiser,  
Colorado. Plus 1,300 acres BLM lease. Owner says ranch will run 700  
cows at \$1,250,000.

Elbert County

4,700 Acre ranch, approximately 1,500 acres timberland, located 11  
miles northeast of Kuna, Colorado, just 1 hour and 15 minutes from  
Denver. Great development potential.

Other ranches and farms for sale with hunting and fishing. 40 acres up.

1,540 Deeded acres, ml, combination dryland wheat field and cattle ranch.  
Excellent house plus numerous good outbuildings. 9 miles north of Weiser.  
Would make excellent low cost winter cattle ranch. Excellent, assumable  
contract. Owner will consider additional contract. \$638-500.

1,100 Deeded acres, ml, 360 acres irrigated, row crop and grain  
land. Good house, excellent shop, 13,200 bushel of new steel grain storage.  
Farm has cattle and horse pasture. Frontage on Weiser River, excellent  
bro hunting. \$79,000. Owner will consider selling in 2 parcels.

1,540 Deeded acres, ml, combination dryland wheat field and cattle ranch.  
Excellent house plus numerous good outbuildings. 9 miles north of Weiser.  
Would make excellent low cost winter cattle ranch. Excellent, assumable  
contract. Owner will consider additional contract. \$638-500.

1,540 Deeded acres, ml, 360 acres irrigated, row crop and grain  
land. Good house, excellent shop, 13,200 bushel of new steel grain storage.  
Farm has cattle and horse pasture. Frontage on Weiser River, excellent  
bro hunting. \$79,000. Owner will consider selling in 2 parcels.

FOR FURTHER INFORMATION  
ON THESE AND OTHER  
RANCHES, CONTACT:

K-BEE REALTY  
1070 N. Col Rd., Boise, ID 83704

PHONE: 208/378-0988 or 378-0868

K.B. "Ken" Nelson, Dave Campbell, Richard Reinks

PHONE: 208/337-2481

CLIP AND MAIL

100% REBATE ON ALL RANCHES

Sold exclusively through:

RANCHERS REALTY

John Carpenter, Licensed Real Estate Broker

P.O. Box 125, Elko,